PROFIT & LOSS STATEMENT

For the month ended ____________________ · Malaysia · RM

Net profit BEFORE tax — this shows whether the business made money in the period. It is not a tax computation.

Business name ____________________

SSM registration no. ____________________

Period covered ____________________

REVENUE	RM
Sales — main products	
Sales — other products	
Service income	
Less: Sales returns & discounts (enter as a positive number)	
Net revenue	

COST OF GOODS SOLD	RM
Opening stock	
Add: Purchases during the period	
Less: Closing stock (enter as a positive number)	
Cost of goods sold	
GROSS PROFIT	
Margin	____%

OPERATING EXPENSES	RM
Salaries, EPF & SOCSO	
Rental	
Utilities (electricity, water, internet)	
Transport & delivery	
Marketing & advertising	
Insurance	
Repairs & maintenance	
Bank & payment charges	
Accounting & software	
Other expenses	
SST on sales — delete if not SST-registered	
Total operating expenses	
Operating profit	
Less: Interest on borrowings	
NET PROFIT BEFORE TAX	
Margin	____%

How to fill this in

Four things that decide whether the finished statement is right.

1. Cost of goods sold is not the same as what you bought this month. It is opening stock plus purchases minus closing stock — only the goods that actually left the shop. Skipping the stock count is the single most common reason a P&L is wrong.

2. Gross profit tells you whether your pricing works. Net profit tells you whether the whole business works. A shop can have a healthy gross margin and still lose money once rent and salaries are paid.

3. Money the owner takes out is drawings, not an expense — it belongs on the balance sheet, not here. Putting it in this list understates your real profit.

4. Only show an SST line if SST applies to your business and to these sales. If you are not SST-registered, delete the row entirely. Check your status with RMCD rather than assuming.